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TO: Distribution

DATE: December 11, 1987

FROM: Louis Suwarna

SUBJECT: Tar/Nicotine List

Because of the increasing request for competitive product specification data, I've attached various T/N List which you may want to distribute it to your brand managers.

Page 1: Philip Morris data (F.T.C. procedure), ranked by size and sales.

Page 2/3: Federal trade commission data published Jan/85. This list is outdated as the F.T.C doesn't exist any more.

Page 4/5: Like page 1 but ranked by tar.

We are in the process of designing a new format that not only has the T/N data but also other key data such as cork/white tipping, cigarette/tipping length, circumference and packing format.

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